

INDIANA REAL ESTATE EDUCATION ADVISORY COUNCIL

May 13th , 2021

1:30 P.M.

***TO BE HELD THROUGH VIDEO AND AUDIO CONFERENCING*
IN ORDER TO JOIN THE MEETING PARTIES WILL LOG INTO:**

<https://IndianaEnhanced.Webex.com/join/PLAWebex> OR

**BY TELEPHONE BY CALLING 1-240-454-0887. MEETING PARTICIPANTS CALLING THE
TELEPHONE NUMBER MUST ENTER THE MEETING ACCESS CODE 610.915.440 TO JOIN
THE MEETING**

A. American Society of Farm Managers & Rural Appraisers (CE10600300)

1. Interpretation and Application of Soil Test Results 4 hours

B. Century 21 Scheetz

1. 30hr Post Licensing course

C. Listing Leaders Academy of Real Estate

1. 90hr Pre-Licensing

D. Listing Leaders Northwest School of Real Estate

1. 90hr Pre-Licensing (online)
2. 30hr Post Licensing
3. 24hr Managing Broker Course
4. A Day in the Life of a Buyer Agent 3 hours
5. Finding your Focus: Niche Marketing for Real Estate 3 hours
6. Helping Clients Understand Real Estate Finance 3 hours
7. Real Estate Safety: Protect Yourself and Your Clients (MB) 4 hours
8. Property Management Basics 4 hours
9. Advertising and Property Management 4 hours
10. Property Management Leases 4 hours
11. Commercial Real Estate 101 3 hours
12. Building a Successful Commercial Real Estate Business 3 hours
13. Commercial Risk Management Planning 3 hours
14. Basic Construction Review 6 hours
15. Taking the Distress out of Distressed Property 3 hours
16. Handling Foreclosures and Short Sales 2 hours
17. What Does it Mean to be Green 3 hours
18. Marijuana Legalization and the Real 3 hours
19. Social Media Ethics 3 hours
20. Real Estate Contracts 4 hours
21. Residential Contract: Issues, Disputes, and Solutions (MB) 4 hours
22. Real Estate Disclosure Issues Buyer & Seller Obligations 4 hours
23. Risky Business: Protecting your License and Brokerage (MB) 3 hours
24. Running a Small Brokerage 3 hours
25. Residential Financing Refresher 2 hours

26. Keeping it Real: Property Law & Case Studies	4 hours
27. Property Tax and Mortgage Valuation	4 hours
28. NAR: May the Code be with You	4 hours
29. Exploring Agency Concepts and Disclosures	4 hours
30. Evaluating Current Standards in Fair Housing	4 hours
31. Performing Quality BPO's	4 hours
E. McKissick, LLC (CE10600460)	
1. Online Correspondence: Ethics in the Age of Disruption	3 hours
2. Online Correspondence: NAR: May the Code Be with You	3 hours
3. Live Webinar: Secrets of Residential Investing	3 hours
F. Mibor Realtor Association (CE106000458)	
1. The Way Home (Fair Housing Training)	3 hours
G. Real Estate Institute (CE21500010)	
1. Commercial Real Estate Introduction & Assignments	6 hours
2. Navigating Commercial Real Estate Procedures	6 hours
3. Executing Commercial Real Estate	6 hours
H. SB Realty Consulting DBA Howard Hanna SB Real Estate	
1. Code of Ethics	3 hours
I. Southern Indiana REALTORS Association, Inc. (CE21200049)	
1. Ethically Speaking: How Ethics Shape your Career in Real Estate and Determine your Level of Success	3 hours
J. Tucker School of Real Estate (CE10600410) (Already approved)	
1. Psychology of Communication in Real Estate	3 hours
2. Verbal Judo	2 hours
3. Mold Basics for Realtors	2 hours

Next Meeting
July 13, 2021 hours